

So You Want to do Business with Big Business & Government?

Strategies for Success

Seek new business opportunities as you learn about the September Hewlett Packard/SBA Midwest Region Business Matchmaking Event.

Eric Ness
WI SBA District Director

Hear the perspective of major corporations and the government on how they do business with small business. Representatives from:

Rayovac
WE Energies
CH2M Hill
Veteran's Administration

Discover the small business perspective from those who have received contracts.

Jean Thiel of Belonger Corporation
Specialty mechanical contractor providing HVAC/R service
Eric Sydnor of World Environmental
Environmental clean-up firm
Mathew Tharaniyl of Bloom Consultants
Consulting firm that participated in HP/SBA Southern Regional Matchmaking

Learn the necessary steps to effective matchmaking.

Aina Vilumsons
WI Procurement Institute

9:30 a.m. - 11:30 a.m.
W233 N2080 Ridgeview Parkway
Waukesha, WI 53188
Ruekert Mielke Building
Lower Level Conference Center
Directly across from the Milwaukee Marriott West
Please see breakfast registration form for attendance and sponsorship opportunities.

c/o Reinhart Boerner Van Deuren s.c.
1000 North Water Street
Suite 2100
P.O. Box 2965
Milwaukee, WI 53202-2965

20th Annual Small Business Awards Presentation Breakfast

Friday, May 20, 2005
Waukesha, Wisconsin

Sponsored by:
The United States Small Business Administration and SCORE



STATE OF WISCONSIN 2005 SMALL BUSINESS AWARD WINNERS

SMALL BUSINESS PERSON OF THE YEAR

James Lindenberg • World Class Wire & Cable, Inc. • New Berlin

HONORABLE MENTION SMALL BUSINESS PERSON

Mark Matthiae • Crystal Finishing Systems, Inc. • Schofield

YOUNG ENTREPRENEUR OF THE YEAR

Andrew Halverson • Andrew's Limited • Stevens Point

MINORITY SMALL BUSINESS PERSON OF THE YEAR

Jean Thiel • Belonger Corporation, Inc. • West Bend

EMERGING SMALL BUSINESS PERSON

Scott Bushkie • Cornerstone Business Services • Green Bay & Milwaukee

FAMILY OWNED SMALL BUSINESS

Jaime Maliszewski • Reliable Plating Works, Inc. • Milwaukee

EXPORTER

Carol Baier • Universal Die & Stampings • Prairie du Sac

MINORITY SMALL BUSINESS CHAMPION

Randy Crump • Prism Technical Management & Marketing Services, LLC • Milwaukee

FINANCIAL SERVICES CHAMPION

Kent Nelson • QuickStart, Inc. • Menasha

WOMEN IN BUSINESS CHAMPION

Carol Maria • Urban Economic Development Association of Wisconsin, Inc. • Milwaukee

SMALL BUSINESS JOURNALIST CHAMPION

Jerry Mader • The Business News • Green Bay

HOME BASED BUSINESS CHAMPION

Terry Whipple • Juneau County Economic Development • Camp Douglas

SMALL BUSINESS LEGAL ASSISTANCE

Joseph Boucher • Neider & Boucher, S.C. • Madison

The United States Small Business Administration was created in 1953 to help small businesses get started, stay in business and grow. SBA's participation in this co-sponsorship is not an endorsement of any of the views, opinions, products or services of any other participating organizations.

Please join us in honoring
Wisconsin's 2005 Small Business Award Winners
Featuring Keynote Speaker
Craig Culver • Culver Franchising Systems, Inc.

Registration • 7:00 a.m.

Breakfast • 7:30 a.m. - 9:00 a.m.

Location • Milwaukee Marriott West
W231 N1600 Corporate Court • Waukesha, WI 53186

Please detach & return reply card:
Reservations must be received no later than May 13, 2005

For more information, contact: 414.298.8237
www.sba.gov for SBA information

Please make checks payable and send to:
Reinhart Boerner Van Deuren s.c. • Attention: Courtney O'Herrin
P.O. Box 2965 • Milwaukee, WI 53201-2965
Fax • 414.298.8097

THANKS TO THE FOLLOWING PARTICIPATING ORGANIZATIONS:



REGISTRATION INFORMATION

- ☐ \$30 - Individual Reservation
- ☐ \$40 - Individual Reservation plus ticket to Matchmaking event
- ☐ \$300 - Corporate Table Reservation for 10
- ☐ \$350 - Table of 10 at SBA event, five tickets to Matchmaking event
- ☐ \$400 - Table of 10 at SBA event, five tickets to Matchmaking and table space outside Matchmaking event to display company literature

Please indicate company name, contact person, address and guests' names below.
Registration deadline is May 13, 2005.

Contact Person: _____

Company: _____

Address: _____

Phone: _____

Corporate Table Guests:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

This program is open to the public on a non-discriminatory basis. Reasonable arrangements for persons with disabilities or special dietary needs will be made if requested at least two weeks in advance.